

RANDI:

Attached is list of addresses for  
mailing -

Banking and Financial Services;  
The Next Decade *broch & auth*  
for Nancy Hill.

The letters were mailed the  
week of May 17, 1985.

37 mailed

marked B = bank letter  
V = vendor letter

Judy

*5/28/85*

*Also attached in list.  
for Harry Clever.*

*24 mailed -*

# INPUT

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PARK 80 PLAZA WEST-1, SADDLE BROOK, NEW JERSEY 07662

(201) 368-9471

**ED METZ**

VICE PRESIDENT

## ROUTING - REQUEST

12.5.5

Please

☐

READ

To File 6.1.10☐

HANDLE

Label: Filed☐

APPROVE

WBAN Field Sales

and

☐

FORWARD

Mailing 5/17/85☐

RETURN

☐

KEEP OR DISCARD

☐

REVIEW WITH ME

Date \_\_\_\_\_

From \_\_\_\_\_

May , 1985

Dear

By 1989, the market for financial services will be \$11 billion to banks and financial institutions alone. Because many banks are considering entry into the Information Services Market, INPUT has prepared the enclosed Multiclient Prospectus.

We urge you to carefully consider this multiclient study as a sponsoring client for three reasons.

- o Major banks as IS vendors will be competitive threats.
- o Your participation may allow you to intercept the banks strategies.
- o These banks may represent opportunities for strategic partnering.

This study will provide you with a valuable and detailed view of these emerging developments.

As a sponsor you will also receive a detailed, one-day, executive briefing tailored to your specific needs.

We are asking for your participation in this project now so we can commence the research in June, 1985. I will call you later in the week to discuss your involvement.

Sincerely,

Enclosure



May , 1985

Dear

In 1984, the Banking and Finance Industry spent over \$4 billion on information services. INPUT has forecasted this area to continue growing through the end of the decade at an average rate of 23% annually.

We urge you to carefully review the enclosed document. It reveals an important strategic alternative available to \_\_\_\_\_. Basically, the alternative is to cash in on your existing strength in information systems by entering the information services business.

INPUT is offering this prospectus for a Multiclient Study based on a high level of interest from our existing banking clients. You will receive valuable and detailed insights on the opportunity and how to participate in it.

As a sponsor you will also receive a detailed, one-day, executive briefing tailored to your specific needs.

Since the deadline for sponsorship is June, 1985, I will be calling you later in the week to discuss your involvement. Thank you for your interest.

Sincerely,

Enclosures



Banking etc Mailing - Hite

✓ ✓ ComputServe, Inc., Jeffrey M. Wilkins, CEO  
5000 Arlington Center Blvd  
Columbus, OH 43220

✓ ✓ HCR Corporation  
Gary Willits

Mgr, MKT Research, U.S. R.P.H. 1700 S. Patterson Blvd  
Dayton, OH 45479

✓ ✓ HCR Corporation 1700 S. Patterson X  
Greg Prooley, Mgr, Competition Analysis  
Mr. Ray Creech X  
Asst V.P. Financial Syst Div  
Dayton  
Sam Grosse  
513-445-5000  
442-2300  
Wade Headquarters,  
Dayton, OH 45479

✓ ✓ RPO Network Services

John Rosta, V.P. MKT Development  
175 Jackson Plaza  
Ann Arbor, MI 48106

✓ ✓ A. O. Smith Corporation

Kenneth A. Byrne, Dir, Finance Industry  
8901 KILDEER COURT

Brown Deer, WI 53209 (414) 357-2700





# Banks

- (1) ✓ C Continental Illinois Corp, Kent Westerbeek, VP, Corp. Plng & R&D  
Chicago, IL 60697 231 LaSalle (312) 828-8393
- (2) X B <sup>DATA</sup> 1ST Chicago Corporation, Mr. Bruce ~~Jack~~ <sup>DAVID L. James, President of the</sup> ~~193. N. WABASH AVE~~ <sup>2nd floor</sup>  
Chicago, IL 60670 One First Natl Bldg Chicago IL 60611  
(312) 923-7217
- (3) B First Bank Systems, Mr. Perry Sandvic, SR. V.P.  
St. Paul, MN 55164 P.O. Box 43603 (612) 291-5867
- (4) B National Bank & ~~Trust~~ <sup>225-TH</sup> Bancorp MR. Tom Klimko, V.P.  
Detroit, MI 48226 611 Woodward Ave.
- (5) B Comerica Mr. Frank Walczyk, V.P.  
Detroit, MI 48207 211 W. Fort, (313) 222-9555
- (6) B ~~First~~ <sup>1</sup> ~~Bank~~ <sup>of</sup> ~~Chicago~~ <sup>CHICAGO</sup> DAVE HUBBARD, SR. V.P.  
Chicago, IL P.O. Box 755 / 200 W. Monroe, 19th Fl.  
Chicago 60690 (312) 461-2121
- (7) B BancOne Corporation (W4) 463-5880  
Columbus, OH
- (8) B Michigan National Corporation <sup>612-9001</sup>  
Bloomfield Hills, MI ~~755-5557~~
- (9) B National City Corporation, Patrick A. Waker, V.P.  
Cleveland, OH 44135 4100 W. 150th Street  
(216) 476-5130



- (10) B ✓ ~~Northern Trust Corporation~~, Mr. John T. Blunt, President  
Chicago, IL 300 W. Madison, Ste 2710  
(714) 630-3000 Chicago, IL 60606
- (11) B ✓ ~~BankOhio Corporation~~ Mr. Pete Rosenow, V.P., Corp. S.S.  
Columbus, OH 770 W. Broad Street (614)  
43265
- (12) B ✓ ~~Manufacturers Trust Corporation~~, Alastair Carlyle, Exec VP  
~~Chicago, IL 48226~~ 411 W. Lafayette
- (13) B ✓ ~~Ameritrust~~, Mr. Shailesh Mehta, Sr. V.P., 900 Euclid Avenue  
Cleveland, OH 44101 (216) 687-5958
- (14) B ✓ ~~Mercantile Bancorp~~, Mr. John L. Lee, Sr. V.P., Mercantile Tower  
~~St. Louis, MO~~ St. Louis, MO 63166  
(314) 425-2302
- (15) B ✓ ~~First City Bank~~ (614) Mr. Ralph Lockwood, Sr. VP  
Columbus, OH 43260 P.O. Box 1558
- (16) B ✓ ~~Centers Bank~~, Mr. Michael E. Jennings, V.P., One Centum Plaza  
~~St. Louis, MO~~ St. Louis, MO 63101  
(314) 554-6795
- (17) B ✓ ~~1st Wisconsin Corporation~~ Mr. Richard Weiss  
Milwaukee, WI 53202 777 E. Wisconsin
- (18) B ✓ ~~Society Corporation~~ Mr. Jann Andrews, V.P.  
Cleveland, OH 44114 1901 E 13th St



- (19) NO 1ST of American Bancorp  
Kalamazoo, Mich
- (20) NO Old Kent Bancorp  
Franklin, Mich
- (21) B ✓ Goodman Bank Shares Robert J Bennett  
32 Jones, Mich 63166 SR U.P.  
P. O. Box 236 (314) 425-790
- (22) S ✓ Commerce Bank Shares William Wenthe, VP, MKT  
Kalamazoo City, Mich 64105 720 Main, ~~Kalamazoo~~ (810) 234-2061
- (23) V ✓ Northwest Information Services, Ed Baker, V.P., MKTING,  
Minneapolis, Minn 55479 225 Second Avenue (612) 372-8404

AND

- (24) 3 ✓ 1ST NATL of Cincinnati MK. Steve Murphy  
425 Walnut V.P.  
Cincinnati, OH (513) 632-4000
- (25) S ✓ Mt2 Marshall & Sley Bank Kenneth Grenier  
770 N. Water Street V.P., Oper Data Svcs.  
Milwaukee, WI 53201 (414) 357-2403



mailed  
5/17/85

- ✓ • Control Data Corporation

Hans Duerr

8160 34th Ave South

Minneapolis, MN 55420

- ✓ • 205/ American Express

Roger Edger, V.P.

1100 Investors Bldg.

205 Tower

Minneapolis, MN 55402

- ✓ • The New Trend Group

James Brady, V.P., Mkt

1900 Spring Road, Ste 200

Oak Brook, IL 60521

- ✓ • McDonnell Douglas Corporation

William C. Winter

325 McDonnell Blvd.

Hazelwood, MO 63042

- Canada Systems Group

Jim Marshall

45 Chalmers Street, 3rd Floor

Toronto, Ontario, Canada M4V1B7





20 Sears Roebuck & Co. Rick VanAlstyne  
Sears Tower Corporate Planning  
Dept 902P BSC 37-41  
Chicago, IL 60684 (312) 875-2331

V ✓ ③ Mead Data Central  
9333 Springboro Pike  
Dayton, OH 45401  
(513) 865-6800

Mr. Jim Mc Grane  
Dir, MKT Planning/Develop

V • DST Systems, Inc.  
1004 Baltimore Ave  
Kansas City, MO 64105

Mr Thomas A. McDonnell  
Vice Chairman / CEO



5/22 sent

/ William Atkinson ✓

President

ARC / AMS

3001 EAST Bypass

Bryan College Station TX 77

follow-up  
Cares 5/28

/ William D. Parker ✓

President

Direct Incorporated

4201 Burton Dr.

Santa Clara, CA 95054

/ Lee Ault ✓

Chairman

Telecredit, Inc

1901 Avenue of the Stars

Los Angeles, CA 90067



sls signed  
& mailed  
p

Banks

place  
Chandler  
H.

Mr. Luther Helms  
Ex. Vp Commercial Banking  
SeaFirst  
P.O. Box 3586  
Seattle, WA 98104

Lewis H. Bond  
Chairman of the Board  
Texas American Bancshares  
500 Theockmation  
Fort Worth, Texas 76102

Bancshares

ED Godycki  
Vp. mgr. Product Management Department  
California First Bank  
350 Oregon Street  
San Francisco, CA 94104

Not interested

put on mail list

Dave Dowdle  
1st Security Co. Mkt Group  
P.O. Box 30006  
Salt Lake City, UT 84105



5/24/85

William McFarlin

President

National FSI, Inc

4501 West Mockingbird

Dallas, TX 75209

Index letter





Cover letter  
& banking prospectus

phone

Julia Nye  
up. Bus. Development  
message left 5/14

405 272-2000

- Attention: Business Development  
BANK of OKLAHOMA, OKLAHOMA CITY  
P.O. Box 24128  
OKLAHOMA CITY, OK 73124

206 292-3111

- Don Piercy VP. Marketing  
First Interstate Bank of Washington  
P.O. Box 160  
Seattle, Wash 98111

~~message left for Shelli~~  
~~5/14~~

Cheryl Pichel up research  
206-292-3335

713 658-6247

- Hugh Barrett  
President  
First City Services Company  
P.O. Box 2387  
Houston, TX 77052

← Leadbox  
message left 5/14

206 621-4111

- David J. Carey ex. up.
- James C. Leporely ex. up.  
Bank of America Bank  
P.O. Box 2966  
Seattle, WA 98101

379-3107  
801 350-5000

- Richard Lindstrom ex. up.  
First Security Bank of Utah  
P.O. Box 13117  
Provo, Utah 84602

100% direct / leading Co.  
Pink Kneff  
206 Double 501-350-5568

(7/14)



415 676-2550  
x330

use back 6/4

PAT. J. SILVAGUI V.P.

CENTRAL BANK

P.O. Box 4033

Concord, CA

94524-3033

NYT Reson

include down north

F 5601

303 863-4623  
459v

Dr. Tucker HART ADAMS

Sp. Economics & planning

United Banks of Colorado Inc

1700 Lincoln Suite 3000

Denver, Co 80274

message left  
sh

206 344-2300 x5401

Peter Robinson

Senior VP

Peoples National Bank of Washington

1551 Eastlake Ave West

Seattle, WA 98101

Attention: Mary Jo  
Conce Right hand  
corner

206 464-4400

Mr. Kenney Kittingham

Director Computer Man.

Washington Mutual Savings Bank

1101 2nd Ave

Seattle, WA 98101

Call  
back

Bob Much up next  
Cindy Parker up research

Call  
back sh



509 456-3555      206 447-7365      8 thru 518  
Warren W. Lewis    Sr. Vp. Mkt. Services Emph.  
Old National Bank of Washington  
1111 3rd Ave Bldg. Suite 1440  
Seattle, WA 98101

Terrence J. Dobson    Ex Vp Corporate Finance Admin  
Old National Bank of Washington      Division  
P.O. Box 3588 + A  
Spokane, WA 99220

208 383-7000      8518  
James R. Stamey    Sr Vp & Mgr. Corporate Banking  
Idaho First National Bank  
P.O. Box 8247  
Boise, ID 83723



Some more for  
the mickey  
chuck +  
Bonnie

Mr Wesley Sargent v.p. MKT 303 243-2211  
Interwest Financial Corp  
P.O. Box 5605  
Denver, Co 80217

message left slip (also)

Tom Herbberger v.p. MKT  
US Bancorp  
P.O. Box 4412  
Portland, Or 97208

(also back size)

Jim Henney Assistant v.p. MKT Research  
Seafirst  
P.O. Box 3977  
800 5th Ave  
Seattle, Wa 98124

(also) 5/31 afternoon 206553-5335

1 Tom Balasz 415-3183 message left 2nd  
C/O Group MKT Sec.  
Crocker National Bank

#1 Montgomery Street  
San Francisco, Ca 94104

2nd floor





Used to develop GDH mailing WBAN 5/85

1870

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# CAMP INDUSTRY INDEX

COMPANY NAME	INDUSTRY MARKETS													
	TOTAL MANUFACTURING	DISCRETE MANUFACTURING	PROCESS MANUFACTURING	TRANSPORTATION	UTILITIES	BANKING & FINANCE	INSURANCE	MEDICAL & HOSPITAL	EDUCATION	TOTAL DISTRIBUTION	RETAIL DISTRIBUTION	WHOLESALE DISTRIBUTION	TOTAL GOVERNMENT	FEDERAL GOVERNMENT
Data Communications Corporation					•	•								
Data Computing Corporation	•			•		•			•	•			•	
Data Concepts							•							
Data Consultants Inc.														
Data Counts	•			•	•	•	•	•	•					
Data Courier, Inc.				•	•	•	•	•		•			•	
Data Design Associates, Inc.	•	•	•	•	•	•	•	•			•			
Data Directions, Inc.	•	•	•		•	•	•	•		•				
Data Flow Inc.	•	•			•	•	•	•	•	•	•			
Data General Corporation	•	•	•							•			•	
Data Inc.	•	•			•					•			•	
Data Index Incorporated						•	•			•		•	•	
Data Law Co.														
Data Management Inc.			•											
Data Marc Inc.						•								
Data Processing & Accounting Services	•			•	•	•	•	•		•	•	•		
Data Processing Center Inc.	•					•	•	•		•	•	•		
Data Processing Consultants									•	•	•	•		
Data Processing Design, Inc.	•	•	•	•	•	•	•	•		•	•	•	•	
Data Processing Educational Corp.	•	•	•	•	•	•	•	•	•				•	
Data Processing Services Inc.										•				
Data Processing Services of Findlay			•		•					•				
Data Resources, Inc.	•					•							•	
Data Retrieval Corporation Of America	•						•						•	
Data Solutions Inc.						•								
Data South Of Louisiana, Inc.														
Data Systems Corporation						•								
Data Systems for Industry	•									•				
Data Systems of Baton Rouge												•		
Data Systems, Inc.						•		•						
Data Tek, Incorporated	•		•	•	•					•	•	•		
Data Ten, Inc.	•				•									
Data Train, Inc.	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Data Universal Corp.	•	•								•	•	•		
Data 3 Systems		•								•	•	•		
Data-Tax, Inc.						•								
Data-Tek Corporation								•		•	•		•	•
Data-Tronics Corporation	•		•											•

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Database Design Inc.	•			•	•	•	•	•	•			•	•
Datacom Systems Corporation													•
Datacomp Corporation	•		•		•							•	•
Datacor Services Inc.	•	•					•			•		•	•
Datacrown Inc.	•			•									•
Dataflow Systems, Inc.	•	•								•			•
Datair Systems Corporation							•	•					•
Datalift Corporation						•							•
Dataline Corporation										•	•	•	
Dataline Systems Ltd.	•				•	•						•	•
Datalink Systems Inc.						•							•
Datamap, Inc.					•		•	•		•	•		•
Datamatics	•					•		•	•	•			•
DataMed Systems Corporation								•	•				•
Datamedic								•	•				•
Datanetics								•	•				•
Datanetwork, Inc.	•		•	•	•			•	•			•	•
Datanex, Inc.													•
Dataplex Company	•		•										•
Dataslink Business Systems, Inc.													•
Datatab Inc.		•			•	•						•	•
Datatel Inc.					•	•			•	•			•
Datatronic Systems Corporation Computer Sciences Division	•	•	•	•	•	•	•			•		•	•
Datec, Inc.		•											•
Datek Insta Card Corporation						•							•
Datex Inc.	•			•	•	•	•		•	•		•	•
Datronics, Inc.		•									•		•
Davidson Associates									•		•		•
Davidson Software Systems	•									•			•
Dawson Geophysical Company			•										•
Dealer Information Systems		•											•
DeBugge Computer Services Inc.	•	•	•							•		•	•
Decimus Corporation						•		•					•
Decision Consultants Inc.	•	•	•	•		•	•	•		•	•		•
Decision Focus Inc.					•							•	•
Decision Graphics	•						•					•	•
Decision Products Services, Inc.				•			•						•

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## INDUSTRY MARKETS

### COMPANY NAME

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Decision Resources Corporation	•														•	•
Decision Sciences Corporation	•	•	•		•				•		•	•		•	•	•
Decision Systems, Inc.															•	•
Decisionex, Inc.															•	•
Decisions Development Inc.				•					•						•	•
Del Bron Inc.							•								•	•
Del Rey Systems, Inc.	•		•	•					•	•						•
Del-Data Computer Services		•			•	•	•	•	•	•		•	•	•	•	•
Delphi Associates, Inc.						•	•									•
Delphi Data Systems, Inc.	•	•	•	•	•	•	•	•	•	•	•	•				•
Delphi Systems Inc.						•			•				•			•
Densichron Division																•
Denver Processing Center, Inc.	•	•														•
Denver Software Company, The							•	•	•		•					•
Design Aids, Inc.		•													•	•
Design Consultants, Inc.																•
Designers & Builders of Information Systems	•						•		•	•	•				•	•
DesignWare								•								•
Desk Top Financial Solutions Inc		•			•											•
Development Systems International	•	•			•	•	•		•	•	•					•
Dexel Systems Corporation			•	•	•	•			•	•	•			•		•
Dialog Information Services, Inc.								•				•	•	•	•	•
Dialogue Inc.	•	•	•		•			•								•
Digicon Inc.			•													•
Digidat Systems Inc.						•										•
Digital Datacom Inc.		•							•							•
Digital Equipment Corporation	•		•	•	•	•	•	•	•			•			•	•
Digital Information Systems Corporation (DISC)																•
Digital Marketing Corporation		•			•											•
Digital Microsystems <i>8100m (3/21) Sfw.</i>	•	•	•	•	•	•	•	•	•			•			•	•
Digital Research Inc.	•								•							•
Digital Resources Corporation	•	•														•
Digital Systems of Florida, Inc.						•									•	•
Digitgraph Computers Systems Co	•	•														•
Dimension Systems Corp.							•								•	•
DIMIS, Inc.								•		•						•
DIRECT, Incorporated	•		•	•	•	•	•	•	•			•			•	•
Directions Inc. <i>Storling Sfw.</i>					•										•	•

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DISC, Inc. <i>AGS</i>																
Dispersed Software Systems, Inc. (DSS)	•	•							•	•	•				•	•
Display Data Corporation									•	•	•				•	•
Distribution & Retail Systems Division									•	•	•				•	•
Distribution Management Systems, Inc.	•			•					•	•	•				•	•
Distribution Research Associates, Inc.	•								•	•	•				•	•
Distribution Sciences Inc.	•			•					•	•	•				•	•
Diversified Computer Systems					•		•								•	•
Diversified Data Resources, Inc.	•		•	•	•	•	•	•	•			•			•	•
Diversified Data Systems Inc.	•	•	•	•	•		•		•	•	•	•	•	•	•	•
DOSE Pharmacy Systems							•								•	•
Dow Jones & Company, Inc.					•										•	•
Dow Jones News/Retrieval Service					•										•	•
Dubuque Data Services						•									•	•
Dun and Bradstreet	•		•	•	•	•	•	•	•			•			•	•
Duquesne Systems Inc.	•		•	•	•	•	•	•				•			•	•
Dyatron Corporation					•		•	•	•	•					•	•
Dyer, Wells & Associates						•	•								•	•
Dylakor <i>Stirling Sfw.</i>	•		•	•	•	•	•	•	•			•			•	•
Dynalectron Corporation													•		•	•
Dynamic Control Corporation							•								•	•
Dynamic Data Processing Inc.			•	•	•	•	•	•				•			•	•
Dynamic Solutions, Inc.	•					•	•								•	•
Dynamicro Software Corp. (DSC)										•					•	•
Dynamics Research Corporation													•		•	•
Dynax Resources, Inc.		•	•		•	•	•		•	•					•	•
E/Soft Incorporated					•										•	•
EBS Data Processing Inc.							•		•	•	•				•	•
EDP Corporation, The	•														•	•
EECO Computer Inc.															•	•
EFT Data Services, Inc. <i>NCR</i>					•										•	•
EMA, Inc.	•		•	•								•		•	•	•
ESI	•				•	•			•						•	•
ETA International, Inc.		•							•	•	•		•	•	•	•
Eagle Computing Corporation <i>\$5mm (12/82)</i>					•				•	•				•	•	•
Eastern Airlines, Inc.			•		•	•									•	•
Eastern States Bankcard Associates					•										•	•
Ecco Consulting, Inc.	•						•		•				•		•	•



# CAMP INDUSTRY INDEX

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Econo Data, Inc.													
Economic Technology Association (ETA)													
Edu-Ware Services, Inc.													
Educational Methods, Inc.													
Edwards, J.D. & Company													
Electrocon International, Inc.													
Electron Information Systems													
Electronic Banking Systems													
Electronic Data Systems Corporation													
Electronic Tabulating Corporation													
Elke Corporation													
Embassy Institute, The													
Employee Communication Services Inc.													
Endata, Inc.													
Energy Analysts Inc													
Energy, Inc.													
Enertec Inc.													
Engineering Systems Corporation													
Enhansys Inc.													
Enterprise Computer Systems													
Environmental Systems Research Institute													
Envoy Corporation													
Epsilon Data Management, Inc.													
Equifax Inc.													
Erisco Inc. <i>THOMAS NAT.</i>													
Escom, Inc. <i>ANABOM</i>													
Essex Corporation													
Evans & Sutherland													
Evans, Griffiths & Hart, Inc.													
Evergreen Geophysical Associates Inc													
EXECUCOM Systems Corporation													
Executec Corporation													
Executive Compumetrics, Inc.													
Exeter Software Limited													
Exploration Processing Corp.													
Explorer Seismic Services													
FBC, Inc.													
Factory Systems													

# CAMP INDUSTRY INDEX

## INDUSTRY MARKETS

### COMPANY NAME

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✓ Fair, Isaac Companies																
Fairfield Data Processing	●		●						●	●						●
Fall, J.R. & Company Company	●								●						●	●
Far West Systems, Inc.							●								●	●
Federal Data Corp.												●	●	●	●	●
✓ Ferox Microsystems, Inc.	●		●		●							●	●	●	●	●
Fidler Bateman								●	●			●	●	●	●	●
Fiduciary Processing, Inc.					●							●	●	●	●	●
✓ Fields Financial Services					●	●									●	●
Figgie Systems Management Group, Inc.	●	●							●		●				●	●
Financial Data Services					●										●	●
Financial Decisions Systems, Inc.	●		●	●	●	●	●	●	●			●			●	●
Financial Institution Services, Inc.	●		●		●	●	●								●	●
Financial Interstate Services					●										●	●
Financial Services, Inc.					●										●	●
Financial Software Inc.	●				●										●	●
Financial Systems Consultants					●			●	●						●	●
Financial Systems, Inc. <i>Hawley, Nebraska</i>					●										●	●
✓ Finserv Computer Corporation	●	●			●	●	●					●	●		●	●
First City Services Company					●										●	●
First Computer Corporation					●										●	●
First Computer Services, Inc.					●										●	●
First Data Management Company, Inc.					●	●									●	●
First Data Resources, Inc.				●								●			●	●
First Financial Management Corporation					●							●			●	●
Five Technologies, Inc.															●	●
Fleet Information, Inc.	●				●							●			●	●
✓ Fleet Management Systems, Inc.		●	●	●	●				●	●					●	●
Florida Software Services, Inc.					●										●	●
Florida State University Computing Center				●				●				●	●		●	●
Flow General, Inc.		●	●									●			●	●
Foothill Associates, Inc.								●				●			●	●
Ford & Associates, Inc.	●		●						●	●	●				●	●
Foresight, Inc.	●														●	●
FORTH, Inc.	●	●	●						●			●			●	●
Fortune Systems Corporation	●				●	●		●	●						●	●
✓ Fox & Geller, Inc.	●		●	●	●	●	●	●	●			●			●	●
✓ Frey Associates, Inc.				●	●										●	●



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COMPANY NAME	INDUSTRY MARKETS												
	TOTAL MANUFACTURING	DISCRETE MANUFACTURING	PROCESS MANUFACTURING	TRANSPORTATION	UTILITIES	BANKING & FINANCE	INSURANCE	MEDICAL & HOSPITAL	EDUCATION	TOTAL DISTRIBUTION	RETAIL DISTRIBUTION	WHOLESALE DISTRIBUTION	TOTAL GOVERNMENT
Frey Federal Systems Corporation													
Frey, Donald R. & Co.													
Friesen International, Inc.													
FundsNet, Inc.													
Fusion Products International													
GMD Systems International Inc.													
GT Software, Inc.													
GTE Telenet Communications Corporation													
GTECH Corporation													
Galler Automation Industries Inc.													
Galler Hospitality Systems Inc.													
Gamma Systems Services													
Gancom Inc.													
Garner Venture Computing													
Garrett Computing Systems Inc.													
Geac, Inc. <i>also \$10 mm (4/83) Trnky</i>													
GEJAC Incorporated													
Gelco Maintenance Systems													
Gellman, Hayward & Partners, Ltd.													
Gemini Business Systems													
GENASYS Corporation													
Genelco, Inc.													
General Computer Corporation													
General Construction Data Systems, Inc.													
General Contractor Data Service													
General Electric CAE International, Inc.													
General Electric Information Services Company													
General Systems Group, Inc.													
Genesee Computer Center, Inc.													
Genesystems, Inc.													
Genesys Software Systems, Inc.													
Genigraphics Corporation													
Geo Data Corporation													
Geo-Search Seismic Processors													
Geobased Systems, Inc.													
Geodynamics Incorporated													
Geographic Systems, Inc.													
GeoQuest International Inc.													

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	TOTAL MANUFACTURING	DISCRETE MANUFACTURING	PROCESS MANUFACTURING	TRANSPORTATION	UTILITIES	BANKING & FINANCE	INSURANCE	MEDICAL & HOSPITAL	EDUCATION	TOTAL DISTRIBUTION	RETAIL DISTRIBUTION	WHOLESALE DISTRIBUTION	TOTAL GOVERNMENT	FEDERAL GOVERNMENT	STATE & LOCAL GOVERNMENT	SERVICES	OTHER
Geosource Inc.	●		●														●
Gerard Systems, Inc.																	●
Gerber Scientific, Inc.	●									●							●
GESCO Corporation						●											●
Gifford Fong Associates						●	●									●	●
Gilbert Associates Inc.	●	●	●		●		●						●				●
Global Computer Systems, Inc.	●	●	●							●				●			●
Global Data Corporation	●							●		●		●	●				●
Global Software <i>STC</i>		●	●	●	●	●	●	●			●	●	●		●		●
Goal Systems International Inc	●			●	●	●	●	●	●	●			●			●	●
Goldbrick Inc.																●	●
Gottfried Consultants	●				●	●		●	●								●
Gramco Inc.		●						●				●				●	●
Graphic Arts Data Service	●	●															●
Graphic Software Systems	●					●		●	●				●				●
Graphics Concepts, Inc.		●	●			●								●			●
Graphics Technology Corporation (Graftek)	●																●
Great Lakes Information Systems Ltd.	●									●						●	●
Great Plains Software, Inc.	●			●		●	●	●	●	●			●			●	●
Greer Sontag Associates Inc.						●											●
Group Operations, Inc.	●			●	●	●	●	●	●	●				●		●	●
Grumman Data Systems Corporation				●	●		●						●	●			●
Gull Resources Management Systems, Inc		●															●
Gulley Computer Associates																	●
H & A Computer Systems, Inc.																	●
H & W Computer Systems	●			●	●	●	●	●	●	●			●			●	●
HAI Computer Services																	●
HBO & Company								●									●
HBS Information Systems, Inc.	●	●	●									●					●
Hadron Inc.				●									●	●	●	●	●
Hal Systems & Services			●				●							●	●	●	●
Hale Systems, Inc.					●	●											●
Hallahan, G.W. and Co Inc.	●									●							●
Hancock-Dikewood Services Inc.							●	●					●		●		●
Haney Group, Inc.							●	●		●	●						●
Harfax Database Publishing	●			●		●	●	●					●	●	●		●
Harris Data Service Inc.	●									●	●	●				●	●
Harris Information Systems, Systems, Inc.										●						●	●

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## INDUSTRY MARKETS

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TOTAL MANUFACTURING	DISCRETE MANUFACTURING	PROCESS MANUFACTURING	TRANSPORTATION	UTILITIES	BANKING & FINANCE	INSURANCE	MEDICAL & HOSPITAL	EDUCATION	TOTAL DISTRIBUTION	RETAIL DISTRIBUTION	WHOLESALE DISTRIBUTION	TOTAL GOVERNMENT	FEDERAL GOVERNMENT	STATE & LOCAL GOVERNMENT	SERVICES	OTHER
Information Science Incorporated (InSci) <i>national FSL</i>					●	●									●	●
Information Systems Investment Corporation	●		●	●	●	●	●	●	●			●			●	●
Information Systems Inc.	●	●														●
Information Systems of America, Inc. (ISA)	●					●	●									●
Information Technology, Inc.					●		●									●
Inforware Systems, Inc. (ISI)					●				●	●	●				●	●
Infoservices, Inc.																●
Infotec Development Inc.							●					●	●			●
Infotecs, Inc.	●	●	●			●									●	●
Innovation Data Processing, Inc.	●		●	●												●
Innovative Software, Inc.																●
Innovative Systems, Inc.	●				●			●	●							●
Input Output Computer Services												●			●	●
Input Services, Inc.	●	●		●	●	●	●		●	●					●	●
Insight Software Systems	●							●	●	●						●
Inslaw, Inc.															●	●
Institutional Networks Corporation (INSTINET)					●											●
Insurance Information, Inc.						●										●
Insurance Network Systems, Inc.						●										●
Insurance Publishing and Computers, Inc.						●										●
Insurance Servicing & Information Systems Corp.						●	●					●	●		●	●
Integral Business Computing, Inc.	●	●							●	●	●				●	●
Integral Systems, Inc. <i>\$8.5 mm (E) 12/83</i>	●		●	●	●	●	●	●	●						●	●
Integrated Automation Inc.	●	●	●	●	●	●	●		●	●	●	●	●	●	●	●
Integrated Computer Applications			●		●	●										●
Integrated Computer Systems, Inc.	●								●						●	●
Integrated Computer Software, Inc.	●															●
Integrated Computer Systems, Inc.															●	●
Integrated Microcomputer Systems, Inc.												●	●			●
Integrated Office Concepts Inc.	●		●	●	●	●	●	●	●			●	●			●
Integrated Software Systems Corporation (ISSCO)	●		●	●	●	●	●	●	●			●	●		●	●
Integrated Systems Group, Inc.				●						●		●		●	●	●
Integrated Systems Management					●				●	●	●					●
Integrity Solutions, Inc.	●		●	●	●	●		●		●		●	●			●
Intellectron Incorporated							●									●
IntelliCorp		●						●					●			●
Intellidata Incorporated	●				●				●						●	●
Intelligence Interlink Corporation					●							●			●	●



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Intelligent Systems Corp.	●									●			
Interactive Applications, Inc.	●	●											
Interactive Computer Enterprises Inc.	●							●		●			
Interactive Data Corporation <i>Q HASG</i>	●					●	●					●	
Interactive Data Services, Inc. <i>4</i>	●					●	●					●	●
Interactive Information Systems, Inc.	●	●											
Interactive Information System Inc.	●		●										
Interactive Logic Inc.	●									●	●		●
Interactive Marketing Systems (IMS) <i>✓</i>	●			●	●	●	●	●	●			●	●
Interactive Software Systems Inc. <i>✓</i>	●	●	●			●		●	●				●
Interactive Software, Inc.	●		●										●
Interactive System Corporation	●				●							●	●
INTERACTIVE Systems Corporation <i>103mm 5/82</i>	●			●	●	●	●	●	●			●	●
Interactive, Incorporated	●	●											
Intergraph Corporation	●	●	●	●	●								●
Intermetrics, Inc.	●	●	●		●							●	●
Intermountain Health Care, Inc.	●							●					●
International Business Machines <i>✓</i>	●			●	●	●	●					●	●
International Business Services Inc.	●											●	●
International Computaprint Corporation	●	●		●								●	●
International Computer Systems, Inc.	●	●	●	●								●	●
International Computing System	●		●										●
International Data Processing, Inc. <i>✓</i>	●						●	●					●
International Environment Research, Inc. (IER)	●					●							●
International Micro Systems Inc.	●							●	●	●	●		●
Interpretive Data Systems	●							●					●
Interpretive Data Systems	●							●					●
Interprocess Systems, Inc. <i>✓</i>	●	●	●	●	●	●	●		●		●	●	●
Intertec Diversified Systems, Inc. <i>✓</i>	●	●											●
Investment Computer Services Inc.	●			●	●	●	●	●	●			●	●
JBS Associates, Inc.	●									●			●
Jackson Seismic Processing, Inc.	●		●										●
Jacobs, Thomas L. & Associates	●						●	●					●
Jacobsen & Associates	●	●	●										●
James, Fred S. and Company	●			●	●		●	●	●		●	●	●
Johnston, Brown & Associates, Inc. (JBA)	●	●	●	●			●		●				●
Jones/Hosplex Systems, Inc.	●						●						●
KGA Engineering Inc.	●								●				●

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K. H. Little, Inc.		●	●	●	●	●	●	●	●	●							●	●
Kappa Systems Inc.														●	●	●	●	●
Kates Computers							●											●
Keane, Inc.		●				●	●	●	●								●	●
Kearney, A.T.		●			●	●	●	●	●	●	●				●		●	●
Keber Corporation		●		●				●									●	●
Kencom, Inc.							●											●
Kennedy & Coe		●	●	●	●	●	●	●	●	●	●			●		●	●	●
Kentron International Inc.					●	●								●	●	●	●	●
Key Data Services Inc.						●												●
Key Management Inc.		●		●	●		●		●		●		●	●		●		●
Keydata Corporation		●									●		●					●
Keystone Computer Associates Inc.							●								●	●		●
Kimbrough Computer Sales, Inc.						●		●	●				●				●	●
Kirchman Corporation							●											●
Knuth Computer Services Inc					●	●											●	●
Krell Software Corp										●								●
Krohm International, Ltd		●	●															●
L.N.K. Corporation										●				●	●			●
LCS Data Processing Inc.							●											●
LCS Industries, Inc.		●	●	●	●			●			●	●	●				●	●
Laidlaw, Richard E. Inc.											●	●	●					●
LAN Systems, Inc.		●	●								●	●	●					●
Landart Systems, Inc.						●	●	●						●	●		●	●
Latron Computer Systems, Inc.								●				●					●	●
Lawson Associates		●				●					●						●	●
Leading Software Technologies Corp.																		●
Learmonth & Burchett Management Systems Inc (LBMS)		●				●		●						●				●
Learning Company, The										●								●
Legal Data Systems, Inc.																		●
Levi, Ray & Shoup Inc.		●				●		●						●			●	●
Lifeboat Associates Inc.		●	●		●	●	●	●	●	●	●			●			●	●
Lifetree Software, Inc.																		●
Link Systems		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Link X, Inc.							●											●
LINKWARE Corp.		●				●	●	●										●
Linton Shafer & Co.																	●	●
List Processing Company, Inc.		●	●			●	●	●			●	●	●	●	●	●		●

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	TOTAL MANUFACTURING	DISCRETE MANUFACTURING	PROCESS MANUFACTURING	TRANSPORTATION	UTILITIES	BANKING & FINANCE	INSURANCE	MEDICAL & HOSPITAL	EDUCATION	TOTAL DISTRIBUTION	RETAIL DISTRIBUTION	WHOLESALE DISTRIBUTION	TOTAL GOVERNMENT	FEDERAL GOVERNMENT	STATE & LOCAL GOVERNMENT	SERVICES	OTHER
Little, Arthur D., Inc.	●							●									
Litton Computer Services	●				●								●	●	●	●	●
Litton Computer Services	●	●	●			●				●	●						●
Lockheed Dataplan Inc.				●										●			●
Lockwood Association Inc, The	●		●							●	●	●					●
Logic Inc.							●										●
Logical Data Management	●			●		●			●	●	●						●
Logicon Inc.									●	●	●	●				●	●
Logistics Systems				●									●				●
Lomas & Nettleton Information Systems, Inc. <i>\$5mm</i>						●											●
Loris Data Associates Inc.	●			●									●		●		●
Lotus Development Corporation	●					●				●							●
Loud Consulting Corporation, The						●	●										●
Louisiana Companies - Computer Services Division				●		●	●										●
Lowenthal Programming Corporation							●										●
Lundy Electronic & Systems, Inc.	●	●				●											●
Lupfer & Long, Inc.																	●
Lynch Data Processing																●	●
M/A-COM Sigma Data, Inc.													●	●		●	●
MBS Software	●		●		●					●	●	●	●	●		●	●
MC Software, Inc.	●	●	●							●	●	●	●	●		●	●
MCRB Service Bureau							●			●	●	●		●		●	●
MCT Information Systems, Inc.							●	●	●	●	●	●				●	●
MD-Dexel Systems Corp.						●										●	●
MDC Systems Corp.	●			●	●	●	●	●	●	●	●		●			●	●
MDS Lawtime																●	●
MDS Soft Pro System																●	●
MDS, Inc.						●										●	●
MHT Services Inc.																	●
MIPS Software Development Inc.		●	●	●	●		●	●	●	●	●		●			●	●
MIS Associates	●								●	●	●					●	●
MIS, Inc.	●				●		●	●	●	●	●				●	●	●
MJK Associates						●			●	●	●					●	●
MNC International, Inc. Micro Network Division	●			●						●							●
MPSI Systems Inc.			●			●				●	●	●				●	●
MRM, Inc.	●	●	●														●
MTech						●											●
MVSE Software									●	●	●	●					●



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MacDonald Computer Systems								●		●							●
MacNeal-Schwendler Corporation	●	●	●						●				●				●
Macro Corporation			●		●												●
Madic Corporation	●																●
Magnum Communications, Ltd. 320 Interstate N. Pkwy.						●				●	●						●
Mainstem Corporation				●	●										●		●
Mamaba Inc.	●	●	●														●
Management & Computer Services Inc.	●			●	●	●	●	●		●			●			●	●
Management Computer Services, Inc.												●					●
Management Computer Controls, Inc.																	●
Management Consultant Resource Group	●	●	●					●		●						●	●
Management Cybernetics International							●										●
Management Data Communications Corporation	●							●			●	●					●
Management Data Systems Inc.	●		●			●		●									●
Management Decision Systems, Inc.	●					●	●			●						●	●
Management Design Associates	●			●	●	●	●	●	●				●				●
Management Directions Inc.	●	●								●	●						●
Management Informaton Systems Group, Inc. (MISG)											●	●					●
Management Science America, Inc.	●	●	●	●		●	●	●	●	●	●	●	●	●	●	●	●
Management Sciences, Inc.	●	●	●	●	●								●				●
Management Systems Associates								●									●
Management Systems Of Wausau, Inc.								●									●
Management Techniques, Inc.	●									●							●
Manager Software Products Inc.	●	●	●	●	●	●	●	●		●	●	●	●	●		●	●
Mandalla Information Systems																	●
Mann Data Inc.	●									●		●					●
Mann, Charles & Associates Micro Software Division							●										●
Mantissa Corporation	●			●					●					●	●		●
Manufacturing and Consulting Services Inc (MCS)	●																●
Manufacturing Data Systems, Inc.		●	●														●
Manufacturing Education Services, Inc	●																●
Manufacturing Management Systems, Inc	●	●	●														●
Manufacturing Solutions & Systems Inc.	●	●	●														●
MANUS Services Corporation	●	●								●		●	●		●	●	●
Marathon Management Systems, Inc.																	●
MARC Software International, Inc.	●			●	●				●				●				●
Marcam Data Systems Corporation	●																●
Marchbanks and Parker, Inc.										●	●	●					●

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Marcoin Business Management Services, Corp									●	●					●	●
Mariposa Corporation	●				●							●			●	●
Maritime Computer Corporation	●	●	●			●									●	●
Mark Williams Company	●														●	●
Market Data Systems, Inc.	●					●	●		●						●	●
Marketing and Systems Development Corp., The	●		●	●	●	●	●	●	●			●			●	●
Marshall and Stevens Incorporated	●				●	●	●	●	●						●	●
Marshall and Swift Publication Company					●										●	●
Martel Laboratories, Inc.			●	●								●	●	●	●	●
Martin and Stern Inc.	●	●										●	●		●	●
Martin Marietta Data Systems	●	●	●				●		●		●	●	●		●	●
Master Data Center, Inc.	●						●					●			●	●
Master Information Systems												●			●	●
Mathematica, Inc.	●	●	●	●	●			●	●			●			●	●
Mathematical Applications Group, Inc. (MAGI)	●				●	●	●	●	●			●			●	●
Matlen Silver Group Inc., The			●		●	●									●	●
Matrix Insurance Services Inc.						●									●	●
May & Speh Processing Center, Inc.		●	●		●	●	●		●	●					●	●
McCormack & Dodge Corporation	●	●	●	●	●	●	●		●	●	●	●		●	●	●
McCosker Corporation															●	●
McCullough and Associates		●	●												●	●
McDonald, Friedberg & Carr												●	●		●	●
McDonnell Douglas Automation Company	●	●	●	●		●	●								●	●
McDonnell Douglas Physician Systems, Inc.						●	●	●							●	●
McGraw-Hill Information Systems Company				●		●	●	●						●	●	●
McSpadden Associates, Inc.	●	●	●												●	●
Mead Data Central				●				●				●			●	●
Med Logic Systems															●	●
Medical Data Control							●								●	●
Medical Data Services							●								●	●
Medical Datamation	●				●	●	●				●				●	●
Medical Engineering, Inc.							●	●							●	●
Medical Information Technology Inc. (MEDITECH)	●						●	●	●						●	●
Medical Management Systems Inc.															●	●
Medicus Systems Corporation							●	●							●	●
Medidata Inc.							●	●							●	●
Mediflex Systems Corporation							●	●							●	●
Mellon Bank Datacenter				●											●	●

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Mellon Bank-Technology Products Department						●							
Mentor Graphics Corp.													●
Menu, International Software DataBase	●			●	●	●	●	●	●			●	
Meridian Systems Inc.	●	●											
Metamorphics, Inc.						●							
Metasystems Inc.	●												
Metier Management Systems, Inc.	●	●	●		●								
Metro Bank													●
Metro System, Inc. ? →	●	●	●	●	●	●	●	●	●				●
Metrocom Inc.			●			●	●	●		●		●	
Metromail Corporation	●		●				●		●				
Micor-Net, Inc. <i>Gallen Group</i>						●		●					
Micro Business Software Inc. (MBSI)													●
Micro Business Systems, Inc.													
Micro D, Inc.										●	●		
Micro Data Base Systems, Inc. Inc.													●
Micro Five Corp.													●
Micro Focus Inc.		●											
Micro Macro Systems Inc.	●	●	●			●		●		●	●	●	●
Micro Solutions, Inc. (MSI)	●	●								●	●	●	
Micro Systems Software		●	●										
Micro-Base Associates, Inc.	●								●				●
Micro-Tec, Inc.						●							●
Microcomm		●	●		●							●	●
Micromedex Incorporated							●						
MicroPro International Corporation	●									●			●
Microsoft Corporation	●	●								●			
Mid-American Control Corporation	●		●	●	●	●		●	●	●	●	●	●
Midcom Corporation										●	●		●
Midwest Data Systems, Inc.							●		●	●			●
Miller Computing Corp.									●				●
Millerick & Associates Inc.													●
Milton Allen & Associates, Inc.	●	●	●										
MIMICS, Inc.						●							●
Mincron SBC Corporation	●			●	●	●	●	●	●			●	●
Mini Data Systems		●								●			●
Mini-Computer Business Applications, Inc. (MCBA)	●	●									●		
Mini-Computer Support Group	●			●	●	●	●	●	●			●	●

# CAMP INDUSTRY INDEX

## INDUSTRY MARKETS

### COMPANY NAME

TOTAL MANUFACTURING	DISCRETE MANUFACTURING	PROCESS MANUFACTURING	TRANSPORTATION	UTILITIES	BANKING & FINANCE	INSURANCE	MEDICAL & HOSPITAL	EDUCATION	TOTAL DISTRIBUTION	RETAIL DISTRIBUTION	WHOLESALE DISTRIBUTION	TOTAL GOVERNMENT	FEDERAL GOVERNMENT	STATE & LOCAL GOVERNMENT	SERVICES	OTHER
Mini-Computer Systems, Inc.	•	•						•								•
Mini-Systems Associates	•		•	•	•	•	•	•	•			•		•		•
Minicomputer Company of Maryland, Inc.									•		•				•	•
Minimax Research Corp.				•	•											•
Miningham & Oellerich, Inc.					•	•									•	•
Minitab, Inc.								•								•
Misco	•		•	•	•	•	•	•	•		•				•	•
Mitchell Maties						•										•
Mitre Corporation												•	•	•		•
Mnemonics Incorporated																•
Mobius Division	•			•	•			•							•	•
Modern Computer Systems Corp																•
Modular Information Systems, Inc. (MIS)					•											•
Modulus Medical Data Systems Inc.							•									•
Monchik-Weber Corporation <i>McGraw Hill</i>					•											•
Money Management Systems, Inc.					•											•
Montgomery Data Systems Inc.	•		•	•	•	•	•	•	•		•				•	•
Moore Data Management Systems				•	•	•	•	•	•		•				•	•
Morino Associates Inc.	•		•	•	•	•	•	•	•		•				•	•
Mountain Software Growers, Inc.			•													•
Multinational Computer Models, Inc.	•				•											•
Multiplications, Inc.			•	•							•	•	•			•
Muse Software								•							•	•
Mylee Digital Sciences, Inc.	•								•		•					•
NCA Corporation	•	•							•		•					•
NCR Data Services					•					•						•
NDC Federal Systems, Inc.					•		•					•				•
National Bancard Corporation					•					•						•
National Check Records Corp.										•						•
National Computer Analysts, Inc.					•											•
National Computer Systems, Inc.			•	•		•	•	•				•	•	•	•	•
National Data Communications						•										•
National Data Corporation			•	•	•	•	•	•	•	•	•					•
National Data Services, Inc.	•															•
National Datacentre Corp.	•		•	•	•	•	•	•	•						•	•
National Decision Systems, Inc.										•						•
National Economic Research Associates, Inc.			•												•	•
National Electronic Information Corporation					•	•									•	•

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COMPANY NAME	INDUSTRY MARKETS													
	TOTAL MANUFACTURING	DISCRETE MANUFACTURING	PROCESS MANUFACTURING	TRANSPORTATION	UTILITIES	BANKING & FINANCE	INSURANCE	MEDICAL & HOSPITAL	EDUCATION	TOTAL DISTRIBUTION	RETAIL DISTRIBUTION	WHOLESALE DISTRIBUTION	TOTAL GOVERNMENT	FEDERAL GOVERNMENT
National Electronic Information Corp.	•						•	•						
National Evaluation Systems, Inc.	•	•	•		•				•				•	•
National FSI, Inc.						•								•
National Information Systems, Inc.	•					•			•				•	
National Management Systems, Ltd.	•				•	•	•							•
National Planning Data Corporation	•	•	•		•	•	•			•			•	•
National Systems, Inc.	•			•	•	•	•	•	•	•	•			•
National Training Systems	•			•	•	•	•	•	•	•	•		•	•
Nelson & Bauman, Inc.							•							•
Neodata Services		•												•
Neshaminy Valley Information Processing Inc. (NVIP)					•									•
Network Computing Corporation					•									•
Network Consultants, Inc. <i>GF</i>						•								•
Network Data Processing Corporation				•	•		•		•				•	•
New England Management Services Inc.	•		•			•								•
New Systems, Inc.														•
NewsNet, Inc.	•			•	•	•	•	•	•	•				•
Nichols & Company Inc.	•				•	•	•	•	•	•			•	•
Nixdorf Computer Software Co.														•
Nordata, Inc.	•		•	•				•	•	•			•	•
North American Processing	•		•											•
Northeast Data Systems Inc.	•			•	•	•	•	•	•				•	•
Northeastern Computer Service Inc.						•								•
Northwest Analytical Inc.	•	•	•											•
Northwest Key punch, Inc.														•
Northwest Management Services, Inc.						•	•					•		•
Norwest Computer Services, Inc.						•								•
Norwest Financial, Inc.						•								•
Novva Computer System, Inc.														•
Numerax, Inc.	•	•	•	•										•
Numeridex, Inc.	•	•							•				•	•
NYPLAN, Inc.	•				•	•	•							•
OAO													•	•
Oasys, Inc. (Office Automation Systems)	•			•	•	•	•	•	•					•
Oatman Computer Services, Inc.	•	•								•	•	•	•	•
Occidental Computer Systems, Inc.								•						•
Occupational Computing Company, Inc.	•	•								•	•			•
Occupational Health Services Inc.	•	•	•	•	•		•	•				•		•



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COMPANY NAME	INDUSTRY MARKETS																
	TOTAL MANUFACTURING	DISCRETE MANUFACTURING	PROCESS MANUFACTURING	TRANSPORTATION	UTILITIES	BANKING & FINANCE	INSURANCE	MEDICAL & HOSPITAL	EDUCATION	TOTAL DISTRIBUTION	RETAIL DISTRIBUTION	WHOLESALE DISTRIBUTION	TOTAL GOVERNMENT	FEDERAL GOVERNMENT	STATE & LOCAL GOVERNMENT	SERVICES	OTHER
OCTO Limited																•	•
Office Automation Resources Inc																	•
Office Services Inc. (OSI)	•			•	•	•	•	•	•	•			•			•	•
Officesmiths, Inc.	•			•	•	•	•	•	•	•			•			•	•
Offshore Information Services, Inc.	•			•	•	•	•	•		•			•			•	•
Offutt Publishing																	•
Ohio Valley Data Control, Inc.					•	•				•							•
Oil Data Processing Co.	•		•														•
Olympic Systems Inc.	•									•							•
Omega Microware, Inc.												•					•
OMNI Resources, Inc.						•							•				•
Omni-American								•									•
Omtool Corporation	•				•		•	•		•						•	•
On-Going Ideas										•	•						•
On-Line Accounting Systems Inc.	•	•	•		•			•		•		•				•	•
On-Line Business Systems Inc.			•	•	•	•	•	•	•	•	•	•			•	•	•
On-Line Computer Systems, Inc.						•								•	•		•
On-Line Software International, Inc.	•	•			•											•	•
Online Computer Library Center Inc. (OCLC)																	•
Open Systems, Inc. UCCEL	•	•	•	•	•	•	•	•		•			•			•	•
OPOC Computing Inc.	•		•	•									•	•	•		•
Oracle Corporation																	•
ORBIS, Inc.	•		•			•	•	•		•						•	•
Oregon Software, Inc.	•				•	•	•	•	•	•			•			•	•
Organization Change Corporation	•	•	•	•	•	•	•	•	•	•	•	•	•		•	•	•
Oxford Software Corporation	•			•	•	•	•	•	•	•			•			•	•
P.A. Computers & Telecommunications					•					•							•
P.C. Quote, Inc.						•											•
P-Stat, Inc.	•			•	•	•		•					•	•	•		•
PBS Computing																	•
PCS Data Processing Inc.	•	•										•				•	•
PDA Incorporated	•			•	•	•	•	•	•	•			•			•	•
PDPS Computer Services																	•
PM Computer Services Company	•	•	•							•	•	•	•		•	•	•
PRC Government Information Systems										•	•	•			•		•
PRC Realty Systems																	•
PSA, Inc.	•	•		•		•				•	•						•
PSI Energy Software, Inc.	•		•				•		•	•	•					•	•

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COMPANY NAME	INDUSTRY MARKETS													
	TOTAL MANUFACTURING	DISCRETE MANUFACTURING	PROCESS MANUFACTURING	TRANSPORTATION	UTILITIES	BANKING & FINANCE	INSURANCE	MEDICAL & HOSPITAL	EDUCATION	TOTAL DISTRIBUTION	RETAIL DISTRIBUTION	WHOLESALE DISTRIBUTION	TOTAL GOVERNMENT	FEDERAL GOVERNMENT
PSI-MED Corporation														
Pace Computer Systems	●		●											●
Pacesetter Systems, Inc. <i>Hand Financial</i>						●								●
Pacific Computer Systems	●			●	●	●	●	●	●				●	●
Pacific Data Systems														●
Pacific Sierra Research	●			●					●				●	●
PAID Prescriptions, Inc.							●							●
Paladin Software Corp.	●			●	●		●	●	●					●
PALLM, Inc.							●							●
Pansophic Systems, Incorporated	●			●	●	●	●	●		●			●	●
PAR Technology Corporation													●	●
Para Data, Inc.								●	●	●	●	●	●	●
Para Research	●			●	●	●	●	●	●					●
Parallax Systems, Inc.	●	●	●	●	●	●	●	●					●	●
Parke-Randall Management Co.						●							●	●
Parker Computer Systems							●							●
Pattern Systems Of NJ	●	●												●
Patton Consultants, Inc.	●			●	●	●	●	●	●			●		●
Pay-Fone Systems, Inc.										●				●
Paychex, Inc.							●							●
Payne, Bruce Consultants Inc.	●	●				●	●							●
Paynter, E.F. & Associates, Inc.														●
Peachtree Software Inc.														●
Pearl Data Systems														●
Pearlsoft Inc.	●			●	●	●	●	●	●					●
Pegasus Systems, Incorporated								●						●
Pennington Systems Incorporated														●
Penta Systems International, Inc.	●	●	●											●
Pentamation Enterprises Inc.								●	●					●
Perception Technology Corp.	●			●	●	●	●	●	●			●		●
Perfect Software, Inc. <i>\$10 mm s.f.w</i>	●			●	●	●	●	●	●					●
Performance Development Corporation	●			●	●	●	●	●	●			●		●
Performance Systems, Inc.	●			●	●		●	●	●			●	●	●
Personal Computer Management Corp.									●	●	●			●
Personnel Data Systems, Inc.	●					●		●						●
Personnelmetrics, Inc.								●						●
Petroleum Information Corporation														●
Petroleum Software Systems, Inc.														●

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COMPANY NAME	INDUSTRY MARKETS												
	TOTAL MANUFACTURING	DISCRETE MANUFACTURING	PROCESS MANUFACTURING	TRANSPORTATION	UTILITIES	BANKING & FINANCE	INSURANCE	MEDICAL & HOSPITAL	EDUCATION	TOTAL DISTRIBUTION	RETAIL DISTRIBUTION	WHOLESALE DISTRIBUTION	FEDERAL GOVERNMENT
Petroleum Software, Inc.	●		●										
Pharmaceutical Card Systems, Inc.							●						
Pharmacon								●		●			
Phoenix Data Processing													
Phoenix Systems, Inc.	●									●	●		
Physicians Practice Management, Inc.								●					
Pilot Executive Software							●						
Pinkerton Computer Consultants							●					●	
Pioneer Software, Inc.	●	●	●							●		●	
Planmetrics Inc.	●				●			●		●			
Planning Research Corporation	●						●						●
Plansmith Corporation							●						●
Players Computer Inc.	●									●		●	●
Police Data Systems												●	●
Policy Management Systems (PMS)							●						●
Poorman-Douglas Corporation \$10 mm (12/83)							●	●		●			●
Power Base Systems						●	●	●					●
Practical Business Systems, Inc.													●
Precision Visuals, Inc.	●	●	●	●	●	●	●	●	●			●	●
Price Waterhouse & Co.	●			●	●	●	●		●				●
Primavera Systems Inc.													●
Processing Management Systems (PMS)						●		●		●			●
Prodigy Systems, Inc.	●				●	●	●	●	●			●	●
Product Group, Inc.		●									●		●
Productive Computer Systems	●	●								●	●		●
Professional Business Industries Inc	●												●
Professional Business Software													●
Professional Computer Resources, Inc.	●	●	●					●		●	●	●	●
Professional Data Corp.		●	●	●	●	●	●	●	●	●		●	●
Professional Data Systems							●	●					●
Professional Geophysics Inc.	●	●											●
Professional Processing, Inc.	●									●	●		●
Professional Software Solutions, Inc.							●					●	●
Profimatics Inc.			●										●
Profit Control Systems	●	●	●										●
Profitool, Inc.													●
Program Design Inc.									●				●
Program Systems, Inc.										●	●	●	●



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COMPANY NAME	INDUSTRY MARKETS																
	TOTAL MANUFACTURING	DISCRETE MANUFACTURING	PROCESS MANUFACTURING	TRANSPORTATION	UTILITIES	BANKING & FINANCE	INSURANCE	MEDICAL & HOSPITAL	EDUCATION	TOTAL DISTRIBUTION	RETAIL DISTRIBUTION	WHOLESALE DISTRIBUTION	TOTAL GOVERNMENT	FEDERAL GOVERNMENT	STATE & LOCAL GOVERNMENT	SERVICES	OTHER
Programmed Systems Inc.				●						●						●	●
Programs & Analysis, Inc.						●	●	●	●							●	●
Project Software & Development, Inc.		●	●	●										●	●		●
Proprietary Computer Systems, Inc.			●	●		●										●	●
Proprietary Software Systems, Inc.		●											●				●
Pryor Corporation	●	●	●				●			●	●	●					●
Psych Systems, Inc.								●	●							●	●
Pulsar Systems, Inc.	●	●	●			●			●	●		●	●	●	●	●	●
Q.S., Incorporated								●					●	●	●		●
Quadra Systems	●			●	●	●	●	●	●	●						●	●
Quadrex Corporation	●			●	●								●	●			●
Quadsoft, Inc.										●	●						●
Quadstar Corporation						●				●	●						●
Qualtek Systems Laboratory, Inc.	●			●				●		●	●	●					●
Quanteckna Research Corp.	●				●	●	●	●		●			●			●	●
Quantitative Software Management, Inc.	●			●	●	●	●					●	●				●
Quarterdeck Software																	●
Quest, Inc.	●	●						●		●		●	●	●		●	●
Quic-N-Easi Products, Inc.	●			●				●	●	●			●			●	●
Quick-Tax Ltd.																	●
Quotron Systems Inc.						●	●									●	●
R.A.I.R.	●															●	●
RDW Systems, Inc.													●				●
RLG Corporation						●								●	●		●
RMC Research									●				●				●
ROH	●			●	●	●	●	●	●	●						●	●
ROI Consulting Inc.	●					●	●										●
RWB Associates	●			●			●	●			●	●				●	●
Racal-Redac, Inc.		●															●
Rand Information Systems, Inc.	●	●	●				●							●			●
Rand Systems Corp.	●	●	●							●	●	●					●
Rand Travel Agency Services																●	●
Randolph Technical Services, Inc.	●			●	●	●	●	●	●	●						●	●
Rans Micro Systems, Inc.	●																●
Rath & Strong, Inc. Products, Inc.	●	●															●
Raven Systems and Research, Inc.													●	●			●
Real Estate Data																	●
Real Estate Information Tracking Systems						●										●	●

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COMPANY NAME	INDUSTRY MARKETS												
	TOTAL MANUFACTURING	DISCRETE MANUFACTURING	PROCESS MANUFACTURING	TRANSPORTATION	UTILITIES	BANKING & FINANCE	INSURANCE	MEDICAL & HOSPITAL	EDUCATION	TOTAL DISTRIBUTION	RETAIL DISTRIBUTION	WHOLESALE DISTRIBUTION	TOTAL GOVERNMENT
Reality Software Company													
Realtron Corporation													
REAP Inc.													
Redshaw, Inc.													
Rehab Group, Inc.													
Relational Database Systems, Inc													
Relational Technology Inc.													
Republic Management Systems													
Republic Service Bureau Inc.													
Republic Technology Corp. Systems Division													
Resource Information Management Systems, Inc.													
Response of Hawaii, Inc.													
Reuters North America													
Reveal Software, Inc.													
Revere Technology													
Reynolds & Reynolds Company, The													
Rhintek, Inc.													
Roanco Associates													
Roshell Ivri Software Company													
Ross Systems, Inc. <i>\$8.5mm (6/73)</i>													
Rothenberg Information Systems Inc.													
Rubel Software													
Ryan-McFarland Corp.													
S & H Computer Systems													
S-Cubed													
SAS Institute, Inc.													
SBD Computer Services													
SCA Products & Services													
SD Transport Services, Inc.													
SDI													
SDK Medical Computer Services Corporation													
SEI Corporation													
SEI Information Technology													
SJV Data Service Inc.													
SKK, Inc.													
SMC Software Systems													
SRS Programming Reserve Inc.													
STS, Inc.													

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COMPANY NAME	INDUSTRY MARKETS																
	TOTAL MANUFACTURING	DISCRETE MANUFACTURING	PROCESS MANUFACTURING	TRANSPORTATION	UTILITIES	BANKING & FINANCE	INSURANCE	MEDICAL & HOSPITAL	EDUCATION	TOTAL DISTRIBUTION	RETAIL DISTRIBUTION	WHOLESALE DISTRIBUTION	TOTAL GOVERNMENT	FEDERAL GOVERNMENT	STATE & LOCAL GOVERNMENT	SERVICES	OTHER
STSC, Inc.	●	●	●	●													●
X Sachs/Freeman Associates Inc.	●			●	●	●	●	●	●	●			●			●	●
SAFECO Title Insurance							●										●
Safeguard Business Systems, Inc.	●							●		●						●	●
X Safeguard Scientifics, Inc.						●				●	●	●					●
X Sage Data Inc.	●		●														●
X Sage Systems Inc.	●			●	●	●	●	●	●	●			●			●	●
X San Francisco Systems, Inc.	●			●		●		●	●	●		●	●	●			●
Sarig Business Systems, Inc.	●	●						●									●
Sat Com Inc.	●									●		●					●
SATCOM (Satellite Computing, Inc.)	●	●	●						●	●		●					●
X Satellite Software International (SSI)	●			●	●	●	●	●	●	●			●				●
Saztec	●			●	●	●	●	●					●				●
X Scheduling Corporation of America	●	●	●			●	●										●
Schulstad, Myers & Associates Inc					●											●	●
Science Applications, Inc.	●	●	●		●									●			●
Science Management Corporation	●			●										●			●
Scientific Calculations	●	●															●
Scientific Computers Inc.	●						●			●						●	●
X Scientific Information Retrieval, Inc.	●	●	●			●		●	●				●	●	●	●	●
Scientific Software-Intercomp	●		●														●
Scribe Data Systems																	●
X Scripps Data Systems Inc.	●		●		●												●
X Securities Data Company, Inc.						●										●	●
X Securities Industry Automation Corporation						●											●
X Sedalia Computer Services, Inc.			●			●		●	●	●				●	●	●	●
Sedlak, J.P. Associates							●										●
Seis Pros, Inc.	●		●														●
Seiscom Delta, Inc.	●		●														●
Seismic & Digital Concepts, Inc.	●		●														●
Seismic International Research Corp	●		●														●
Seismic Processors, Inc.	●		●														●
Seismograph Service Corp.	●		●														●
Sentinel Computer										●							●
X Sentry Data Inc.						●		●									●
X Sercon Corporation						●											●
X SERENA Consulting	●			●	●	●	●	●	●	●			●			●	●
Service Software Inc.																	●

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COMPANY NAME	INDUSTRY MARKETS																
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Shaes & Co.																	
X Shaker Computer and Management Services	●			●	●	●	●	●	●	●			●			●	●
Shales & Young Information Systems, Inc					●			●								●	●
Shared Financial Systems						●											●
Shared Medical Systems Corporation	●	●						●						●		●	●
Sharp, I.P. Associates		●		●	●	●	●		●				●			●	●
Shaw Data Services, Inc.	●					●											●
Shirley Software Systems																	●
Shriver, R., Associates	●																●
Sierra On-Line, Inc.																●	
Sigma Software Inc.							●										●
X Signal Technology, Inc.	●			●	●	●			●				●				●
Simcon Inc.	●	●	●	●		●	●	●	●				●		●		●
SIMPLAN Systems Inc (SSI)	●			●	●	●	●	●	●	●			●			●	●
Simple Soft Inc.						●										●	●
Sirco Enterprises, Inc.	●	●			●	●		●									●
Small Business Data Processing Corporation	●		●	●						●	●	●	●	●		●	●
Small Business Management Systems Inc								●		●	●	●	●	●		●	●
Small Business Systems Group		●								●	●	●	●	●		●	●
Smart Communications Inc.	●				●								●				●
Smart, Inc.											●	●					●
SMITES Group	●	●				●				●	●						●
Smith, A.O. Data Systems Division	●					●				●							●
Smith, Dennis & Gaylord	●	●	●	●				●		●		●				●	●
Smyth Business Systems											●						●
Soft Pro Systems	●				●	●	●			●	●	●	●	●	●	●	●
Softech Microsystems Inc.	●				●											●	●
SofTech, Inc.	●													●			●
Softlink										●							●
Softmatics Corporation	●										●						●
Softsel Computer Products, Inc.												●					●
Software AG of North America, Inc.																	●
Software Alliance <i>Academy 54mm (8) (E)</i>		●				●											●
Software Alternatives	●	●	●			●				●	●	●			●		●
Software Arts Inc.										●							●
Software Authority, The	●			●		●	●	●	●	●			●			●	●
Software Clearing House, The	●	●	●	●	●	●	●	●	●	●			●			●	●
Software Connections, Inc.									●				●			●	●

# CAMP INDUSTRY INDEX

COMPANY NAME	INDUSTRY MARKETS												
	TOTAL MANUFACTURING	DISCRETE MANUFACTURING	PROCESS MANUFACTURING	TRANSPORTATION	UTILITIES	BANKING & FINANCE	INSURANCE	MEDICAL & HOSPITAL	EDUCATION	TOTAL DISTRIBUTION	RETAIL DISTRIBUTION	WHOLESALE DISTRIBUTION	TOTAL GOVERNMENT
Software Design Associates, Inc.	●			●	●								
Software Development & Maintenance Int'l. Inc.						●							
Software Maintenance and Development Systems, Inc.	●			●	●	●		●	●				●
Software Publishing Corporation	●										●		
Software Research Associates	●												●
Software Research Corp.		●			●	●	●			●	●		
Software Services Of America Inc.						●							
Software Shop Systems, Inc.		●								●			
Software Solutions Inc.													●
Software Systems Associates	●												●
Software Systems Inc.	●	●	●							●	●		●
Software Systems Inc.								●					●
Solid Software Inc.	●						●	●					●
Solosystems Inc.	●			●	●	●							●
Solution Systems, Inc.	●	●						●		●	●		●
Sophisticated Data Research, Inc.	●			●	●		●	●	●				●
Sorcim/IUS										●	●		
Sorites, Inc.	●			●	●	●	●	●	●				●
SOTA Computer Systems	●			●	●	●	●	●	●				●
Source Data, Inc.						●							●
Source Telecomputing Corporation													●
Source-2		●											●
South Hills Computer Center Inc.		●				●					●		●
Southern Computer Systems, Inc.													●
Southwest Modular Systems, Inc.													●
Space Age Computation Systems	●	●								●	●	●	●
Spartacus Computers, Inc.	●					●	●		●				●
Specialty Computer Services Inc.	●							●		●	●		●
Spectrogram Corporation	●	●	●										●
Spectron Corporation	●			●	●	●	●	●	●				●
Spectrum International, Inc.	●			●	●	●	●	●	●				●
Sperry Corporation Computer Systems													●
Spinnaker Software Corporation									●	●			●
Spring Rock Consultants, Inc.				●									●
St. Joseph Systems						●							●
Standard & Poor's Compustat Services, Inc.						●	●	●	●				●
Star Inc.										●			●
Star Software													●



# CAMP INDUSTRY INDEX

COMPANY NAME	INDUSTRY MARKETS												
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Star Value Software													
STAT:TAB	•			•	•	•	•	•	•	•		•	•
State of the Art Inc.	•			•	•	•	•	•	•	•		•	•
State Space Systems Inc.	•			•	•	•	•	•	•	•		•	•
Statistical Graphics Corp.	•			•	•	•	•	•	•	•		•	•
Statistical Tabulating Corporation	•			•	•								•
Stauffer Development Corp.													•
Sterling Software Marketing	•			•	•	•	•	•	•	•			•
Sterling Software, Inc.	•			•	•	•	•	•	•	•			•
Stockholder Systems, Inc.				•	•								•
Stonehouse & Company				•	•								•
Strata Search Processing Co., Inc	•		•										•
Strategic Information	•					•				•			•
Strategic System Solutions, Inc.	•	•					•	•	•	•			•
Structural Members Users Group									•				•
Structured Methods, Inc.	•			•		•							•
Structured Systems Group, Inc.	•	•	•			•	•			•	•		•
Summagraphics Corporation	•									•	•		•
Sun Country Financial Corporation						•							•
SunData Corporation						•							•
Suntel Systems Corporation				•									•
Superdata, Inc.				•				•		•			•
Superset, Inc.	•					•		•					•
Survey Tabulation Services Inc.		•											•
Sydney Development Corporation <i>\$15mm (64)</i>			•			•		•			•		•
Symbolic Financial Systems Corporation						•							•
Symbolics	•												•
Synsort Inc.	•			•	•	•	•	•	•				•
Synercom Technology, Inc.			•	•									•
Synergy Systems, Inc.				•									•
Syntel													•
Syntelligence						•	•						•
Syscom, Inc.			•	•				•		•			•
SYSCON Corporation	•												•
SYSGEN, Inc.	•	•				•			•	•	•		•
Systech Inc.	•	•				•		•		•			•
System Automation Corporation												•	•
System Communication Corp.	•								•				•

# CAMP INDUSTRY INDEX

COMPANY NAME	INDUSTRY MARKETS												
	TOTAL MANUFACTURING	DISCRETE MANUFACTURING	PROCESS MANUFACTURING	TRANSPORTATION	UTILITIES	BANKING & FINANCE	INSURANCE	MEDICAL & HOSPITAL	EDUCATION	TOTAL DISTRIBUTION	RETAIL DISTRIBUTION	WHOLESALE DISTRIBUTION	TOTAL GOVERNMENT
System Development Corporation													
System Support Software, Inc.	•			•	•	•	•	•	•	•			•
System's Technology Automated Resources								•	•	•	•		•
Systematics, Inc.						•							
Systemation, Inc.		•		•	•	•	•	•	•	•			
Systemhouse Ltd.	•			•	•	•	•	•	•				
Systemhouse, Inc.	•												
System Of Florida, Inc.					•	•	•						
System Of New Jersey, Inc.					•	•	•						
System Of Texas, Inc.					•	•	•						
System, Inc.					•		•						
Systems & Computer Technology Corporation									•				•
Systems & Information Dynamics, Inc.	•		•										
Systems and Applied Sciences Corporation													
Systems and Programming Resources Inc.	•	•		•		•	•	•		•	•		•
Systems Architects, Inc.	•			•				•	•				•
Systems Associates Inc. (SAI)								•					•
Systems Center, Inc., The	•			•	•	•	•	•	•				•
Systems Control, Inc.			•	•	•								•
Systems Coordination Inc.					•								•
Systems Data Inc.			•	•	•	•	•	•	•				•
Systems Data Processing Corporation	•	•					•	•	•	•	•	•	•
Systems Design & Development Corporation						•	•			•			•
Systems Designs	•												
Systems Engineering Computer Co.	•		•		•	•	•			•			•
Systems Management Inc.	•			•			•	•			•		•
Systems Network Inc.													
Systems Plus Inc.	•									•	•		•
Systems Products International, Inc.													•
Systems Specialists, The	•	•											•
Systems Strategies, Inc.	•				•	•							•
Systonetics, Inc.	•											•	•
Systran Commercial Corp.										•			•
Sytech Corporation													•
T & B Computing Inc.			•										•
T Systems				•									•
T.C.S., Inc. (Transportation Concepts And Services)	•			•						•	•	•	•
TCS Software Inc.													•

# CAMP INDUSTRY INDEX

## INDUSTRY MARKETS

### COMPANY NAME

TOTAL MANUFACTURING	DISCRETE MANUFACTURING	PROCESS MANUFACTURING	TRANSPORTATION	UTILITIES	BANKING & FINANCE	INSURANCE	MEDICAL & HOSPITAL	EDUCATION	TOTAL DISTRIBUTION	RETAIL DISTRIBUTION	WHOLESALE DISTRIBUTION	TOTAL GOVERNMENT	FEDERAL GOVERNMENT	STATE & LOCAL GOVERNMENT	SERVICES	OTHER
TEC	•	•														•
TKS Corporation							•									•
TLS Company						•									•	•
TMI Systems Corporation					•											•
TOM Software (The Office Manager, Inc.)							•		•	•	•				•	•
TRW Information Services					•	•	•		•	•		•	•	•	•	•
TRW Property Data Services						•	•									•
TSR, Inc.	•	•	•		•	•						•				•
Tabershaw Occupational Medicine Association cde	•	•		•	•	•	•	•	•			•			•	•
Tag Inc.			•													•
Tagored Data, Inc.																•
Tandy Corporation								•	•							•
Techdyn Systems Corp.																•
Technalysis Corporation	•			•	•	•	•		•	•		•	•		•	•
Technical Analysis Corporation (TAC)	•			•	•	•	•		•	•		•	•		•	•
Technical Support Associates Inc.									•		•					•
Technical Systems Consultants Inc. (TSC)	•			•	•	•	•	•	•			•			•	•
Technicon Data Systems Corporation							•									•
Technology And Information, Products	•															•
Technology Development of California																•
Tekkon Computer Services	•			•	•	•	•	•	•			•			•	•
Teknowledge Federal Systems Inc.													•			•
Teknowledge, Inc.	•			•	•	•		•	•			•				•
Tel-A-Data, Inc.									•		•					•
Teldata Systems Corporation	•			•		•	•				•					•
Telecredit, Inc.					•				•	•	•				•	•
Teledyne Exploration Company	•		•													•
Telerate, Inc.	•				•	•			•						•	•
Telesis Systems Corporation	•	•													•	•
Telesoft									•	•	•					•
Telic Services Corporation				•												•
Telmar Group			•	•											•	•
Telos Corporation	•	•	•		•	•		•				•			•	•
Temple, Barker & Sloane, Inc. (TBS)	•		•		•	•		•			•				•	•
TERA Corporation	•	•	•		•											•
Terminal Applications Group	•	•	•					•	•	•	•		•			•
Terrano Corporation						•										•
Tesseract Corporation	•	•		•	•	•										•



# CAMP INDUSTRY INDEX

COMPANY NAME	INDUSTRY MARKETS																
	TOTAL MANUFACTURING	DISCRETE MANUFACTURING	PROCESS MANUFACTURING	TRANSPORTATION	UTILITIES	BANKING & FINANCE	INSURANCE	MEDICAL & HOSPITAL	EDUCATION	TOTAL DISTRIBUTION	RETAIL DISTRIBUTION	WHOLESALE DISTRIBUTION	TOTAL GOVERNMENT	FEDERAL GOVERNMENT	STATE & LOCAL GOVERNMENT	SERVICES	OTHER
✓ Texas Direct, Inc. Inc.						●	●		●	●							●
Texas Instruments Inc.	●	●	●														●
✓ The Information Store, Inc.						●											●
Theta Business Systems										●						●	●
✓ Thomas National Group, Inc., The	●					●					●					●	●
Thomas-Laguban & Associates, Inc.	●	●	●							●		●					●
Three PM Inc.								●			●		●				●
Ticketron, Inc.									●						●		●
TIM-Formation, Inc.							●			●	●	●	●		●	●	●
✓ Timberline Systems, Inc.						●				●	●	●	●			●	●
Time-Sharing Systems Inc.	●	●				●											●
Timeshare Associates	●		●														●
Tiny Systems, Inc.																●	●
Tipnis Incorporated	●																●
✓ Tominy, Inc.	●			●		●	●	●	●	●	●	●	●			●	●
✓ Tone Software Corporation	●			●	●	●	●	●	●	●			●			●	●
Total Environmental Systems Computer Division	●			●	●								●			●	●
✓ Touchette Corporation						●				●							●
✓ Tower Systems, Inc.	●			●	●	●	●	●	●				●			●	●
Trac Line Computer Corp.	●	●	●							●	●	●				●	●
Traffic Data Systems, Inc. (TDS, Inc.)		●	●								●	●					●
Trail Blazer Systems Inc.				●													●
Trans Micro Systems Inc.	●			●						●						●	●
✓ Trans Union Corporation				●		●											●
Trans Union Credit Information Co.	●							●		●	●	●					●
✓ Transcomm Data Systems, Inc.						●						●					●
Transportation Data Management	●	●	●	●						●	●	●					●
Transportation Management Services				●													●
✓ Tremco Consultants, Inc.	●					●				●						●	●
✓ TRES Computer Systems, Inc.	●				●	●											●
Triad Systems Corporation										●	●	●				●	●
Triangle Software Company																	●
✓ Tricad, Inc.																	●
✓ TronCorp	●			●	●	●	●	●	●	●			●			●	●
Tru-Check Computer Systems, Inc.										●						●	●
Turnkey Distribution Systems, Inc										●							●
Turnkey Information Processing Inc													●	●		●	●
Tylus Systems Inc.													●	●			●

# CAMP INDUSTRY INDEX

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✓ Tymlabs Corporation	●				●	●	●	●	●	●			●
✓ Tymshare, Inc. <i>No Auto</i>	●	●	●		●	●	●	●	●	●	●		●
✓ U.S. Software	●				●	●	●	●	●	●			●
✓ UCCEL Corporation	●		●			●		●					
UDP, Inc.					●								
✓ Ulrich, Walter E. Consulting <i>Computer</i>	●			●	●	●		●					●
Ultimate Corp., The	●						●			●			
✓ Ultradata Corporation						●				●			
✓ UNI-COLL Corporation	●			●					●				●
✓ Unicalc Corporation	●			●	●	●	●	●	●				●
Unilogic, Ltd.													
✓ United Computer Service, Inc.						●	●						●
✓ United Education & Software Data Systems Group <i>\$14.5 (1/2)</i>						●			●				●
✓ United Information Services Inc	●	●				●	●	●					●
✓ United Software Systems and Services Corporation (U3S)	●	●				●	●	●		●	●		●
United Telecommunications, Inc.	●				●		●						
Univair Inc.							●	●					
Universal Business Systems, Inc.													
✓ Universal Information Systems Inc.	●			●	●	●	●	●		●			●
✓ Universal Software, Inc.	●				●	●	●	●		●			●
✓ Universal Systems Of America, Inc.							●						
✓ University Computing Company	●	●	●		●	●			●				●
✓ Urban Data Processing					●	●	●			●			●
✓ Urban Decision Systems, Inc.					●	●	●		●	●			●
✓ Users Incorporated						●							
Userware International	●								●	●			●
Utility Computing Service, Inc.	●				●			●	●				●
✓ Uveon Computer Systems, Inc.	●			●	●	●	●	●	●				●
✓ Visible Systems Corporation	●				●								●
VLSI Technology, Inc.		●											
VM Software, Inc.		●											
VSE Corporation													
Valid Logic Systems Inc.	●												
Value Computing, Inc.	●			●	●		●	●					●
Vantage Computer Systems, Inc.								●					●
Vector Systems, Inc.													
✓ VenturCom Inc.	●		●					●	●				●
✓ Vertex Systems Inc.	●			●	●	●	●	●	●				●

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X Vetrol Data Systems Inc.	●			●	●	●	●	●	●	●			●			●	●	
X Via Computer, Inc.	●	●		●		●	●	●		●	●	●	●	●		●	●	
Vidmar, Stanley	●	●												●	●			
X Vining Sparks Securities, Inc.						●									●		●	
Visible Systems Corp.																	●	
Vision Technology Inc.													●				●	
Vista Computer, Inc.		●	●				●			●			●		●	●	●	
X Vista Concepts, Inc.						●	●									●	●	
X Vital Computer Services International, Inc.	●					●											●	
Volt Delta Resources Inc.					●								●				●	
X Wachovia Corporation, The						●											●	
X Wachovia Services Inc.							●			●							●	
X Walker Interactive Products	●	●	●	●	●	●	●	●	●	●						●	●	
X Walsh, Richard M., Associates Inc.	●						●	●	●	●			●				●	
X Warrington Associates, Inc.						●											●	
X Waters Business Systems, Inc.	●			●	●	●	●	●	●	●			●			●	●	
Weidenhammer Systems Corp.	●	●	●						●	●					●		●	
Weidner Communications	●	●														●	●	
X West Florida Data Processing					●	●				●						●	●	
Western Data Corporation											●	●					●	
Western Geophysical Company of America			●														●	
X Western Union Corporation	●			●	●	●	●	●	●	●			●			●	●	
Westinghouse Advanced Systems Technology					●								●				●	
Whelan Associates Inc.								●		●							●	
X White Hat Systems, Inc.	●	●	●														●	
X White, Bob, Computing and Software Inc. COLLINET						●							●				●	
X White, Robert F. and Company	●			●	●	●				●							●	
Whiteside Associates, Inc.	●					●											●	
X Whitesmiths, Ltd.	●			●	●	●	●	●	●	●			●			●	●	
Wild Hare Computer Systems Inc	●						●	●									●	
Wilson Systems Group																●	●	
X Winterhalter, Incorporated Inc.	●	●				●				●		●					●	
X Wismer Associates, Inc.					●	●	●						●			●	●	
X Wolf Data Services, Inc.										●	●	●					●	
X Woodward, Ryan, Sharp and Davis	●			●	●	●	●	●	●	●			●			●	●	
Worlco Data Systems, Inc.							●					●					●	
World Wide Computer Services														●			●	
Worldwide Chain Store Systems										●	●	●			●		●	

## INDUSTRY MARKETS

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*file*

32 typed and mailed  
5/13 & 14, 1985

George has address list. *attach*

Encl: Banking and  
Financial Services: The  
Next Decade/Authorization form

May 13, 1985

CHARGE CODE: W-MKT

*Let to  
12.5.5  
Label  
Field Sales Meeting  
Vendor 5/14/85*

Dear Mr.:

By 1989, the market for financial services will be \$11 billion to banks and financial institutions alone. Because many banks are considering entry into the Information Services Market, INPUT has prepared the enclosed Multiclient Prospectus.

We urge you to carefully consider this multiclient study as a sponsoring client for three reasons:

- o Major banks as IS vendors will be competitive threats.
- o Your participation may allow you to intercept the banks strategies.
- o These banks may represent opportunities for strategic partnering.

This study will provide you with a valuable and detailed view of these emerging developments.

As a sponsor you will also receive a detailed, one-day, executive briefing tailored to your specific needs.

We are asking for your participation in this project now so we can commence the research in June, 1985. I will call you the week of May 13 to discuss your involvement.

Sincerely,

George D. Hunter  
Principal Consultant

GDH:jpp

1. The first step in the process of the development of a new product is the identification of a market need. This is done by conducting market research and analyzing the needs and wants of potential customers.

2. The second step is the development of a concept. This involves creating a detailed description of the product and its features, and determining the target market for the product.

3. The third step is the development of a business plan. This involves determining the costs of production, the pricing strategy, and the marketing strategy.

4. The fourth step is the development of a prototype. This involves creating a physical model of the product that can be used to test the design and make any necessary adjustments.

5. The fifth step is the production of the final product. This involves manufacturing the product in a factory or workshop, and distributing it to the target market.

6. The sixth step is the marketing of the product. This involves promoting the product through various channels, such as advertising, public relations, and sales.

7. The seventh step is the evaluation of the product. This involves monitoring the sales and profits of the product, and making any necessary adjustments to the business plan.

8. The eighth step is the development of a new product. This involves repeating the process from step 1 to step 7, and creating a new product that meets the needs of the market.

9. The ninth step is the development of a new product.

10. The tenth step is the development of a new product.

Lin Congen  
President

(213) 450-2424 ✓

Selco Corporation

3420 Ocean Park Boulevard

Santa Monica, CA 90405

Gregory J. Liemandt  
Chairman

(214) 353-7100 ✓

UCCEL

UCCEL Tower

Exchange Park

Dallas, TX 75235

Jeffrey L. Walker  
Chairman

(415) 495-8811 ✓

Walker Interactive Products

100 Mission Street

San Francisco, CA

INPUT®

1943 LANDINGS DRIVE, MOUNTAIN VIEW, CA 94043

(415) 960-3990

GEORGE HUNTER  
Principal Consultant

First Data Request

Bill Adams V.P.

PO Box 25189

OK City OK 73102







Van A. Smith

President

12606 Greenville Avenue

Dallas, TX 75243

Chilton Corporation

(214) 699-6111

Total Revs \$54 MM (3/83)

CS Revs 7.5 MM

William Barancik

President

CIS/Network Corporation

16625 Saticoy Street

Van Nuys, CA 91406

(213) 781-8221

Stephen T. Winn

President

Computer Language Research, Inc

2395 Midway Road

Carrollton, TX 75006

(214) 934-7000

Ernest J. Porcelli

President

DIRECT, Incorporated

4201 Burton Drive

Santa Clara, CA 95054

(408) 980-1414

Survey Systems

\$20 MM (6/83) - \$6 MM CS



Tom Metz  
President  
Electronic Banking Systems  
1750 W. Collins Avenue  
Richardson, TX 75080

(214) 235-2165

Gary Anderson  
President  
EXECUCOM Systems Corp  
3401 Far West Boulevard  
Austin, TX 78731

(512) 346-4980  
<sup>STB</sup>  
subs Continental Telecom Inc.  
\$20.5 mm (12/83)

Mike M. Perrone, III  
President  
Fields Financial Services  
3608 E. 29th Street  
Bryan, TX 77802

(409) 260-9665  
~~Dir~~  
of Kanak Services  
Houston, TX

Kush Barrett  
President  
First City Services Company  
1111 Fannin Street  
Houston, TX 77001

(713) 658-6340  
subs of 1st City Nat'l Bank  
of Houston  
\$32 mm (12/83)



5/13  
✓

Robert Bomer, Jr.  
President  
ARC Automation Group Inc  
P.O. Box 1009  
Bryan, TX 77801

(800) 241-3930  
subsidiary of American Express  
\$48MM

Jack E. van Kinsbergen  
President and CEO  
Bosch + Battage, Inc  
510 Oakmead Parkway  
Sunnyvale, CA 94086

(408) 735-9550 ✓

President  
Budget Timeshare Inc  
4739 Alta Road  
Marina del Rey, CA 90291

(miss not quite out info) (213) 821-5973 ✓

\$18MM @ 12/82

Andrew Chernick  
President  
Candle Corporation  
10880 Stillsdrie Boulevard, 2<sup>nd</sup> Floor  
Los Angeles, CA 90024

(213) 470-2277 ✓



5/13

Gary D. Bunch  
~~President~~ Chairman  
First Data Management Company, Inc  
120 North Robinson  
Oklahoma City, OK 73125

(405) 272-4090

Robert E. Masterdon  
President  
First Data Resources, Inc  
10805 South Old Mill Road  
Omaha, NE 68154

(402) 399-7000

James S. Campbell  
Chairman & President  
Fortune Systems Corporation  
101 Twin Dolphin Drive  
Redwood City, CA 94065

(415) 595-8444  
\$20.7 mm (12/83)  
\$3.9 @ CS

John J. McMenimon  
President  
GESCO Corporation  
1455 East Shaw Avenue  
Fresno, CA 93726

(209) 224-8373





5/14

Charles H. Calderaro  
President  
Hall Systems, Inc  
1076 East Meadow <sup>Circle</sup> Drive  
Palo Alto, CA 94303  
→ Meet Charlie

(415) 494-6111

~~Richard Struelens  
Chairman & CEO  
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pfr. \$24 mm (12/73)

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~~64~~ GDH ? done ? ✓

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\$14 mm (9/83)  
sfw. ✓

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subs of S.G.S. North Am  
\$16 mm (12/73)  
CS news \$950m ✓



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?

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